




Keeping the Farm in the Family: Not a Last Resort



AGRIview

Inside This Issue

The View from 116 State Street	Page 2	Vermont Vegetable and Berry News	Page 10
Surface Water Usage . . .	Page 3	Classifieds	Page 11
FAP Applications Due . .	Page 3	Fairs & Field Days	Page 13
Funds to Benefit Dairy .	Page 4	Food System Plan: Direct Markets	Page 14
Dairy Farmer Technical Assistance	Page 4	Upcoming Grants	Page 15
Maple Inspection	Page 5	Sheep & Goat Camp . .	Page 16
Dairy Marketing Toolkit	Page 5		
Food System Plan: Agroforestry	Page 6		
Hemp Production	Page 7		
Life on the Farm Camp.	Page 8		
Vermont Honey	Page 9		



THE VIEW FROM 116 STATE STREET

It's the season to celebrate our farms and farmers. With the warmer weather, Vermonters and visitors get a chance to spend time closer to where their food is grown or produced. As I travel the state, I hear more and more about authentic encounters our tourists and neighbors are experiencing on Vermont's farms. I am grateful for all our farmers who open their businesses up to the public during Open Farm Week (August 7th-14th). This model allows a working farm to generate supplemental income and gives visitors enjoyment and education.

Coming in late August and early September Vermont will host an International Workshop on Agritourism. It will take place in and around the Burlington area from August 30th to September 1st. This conference has been held around the world and Vermont is fortunate to have been chosen to host this this year's workshop. It will

bring together farmers, researchers, agricultural service providers, tourism experts, and others interested in agritourism to share their knowledge and experience. Vermont is ready to show the world how we do it and to learn from others. The conference will be held in person but there are also virtual options for those who cannot travel. To learn more and register to attend, please go to <https://www.agritourismworkshop.com/>

The Governor recently proclaimed August Agritourism Month highlighting the importance this industry plays in the Green Mountains. Here a few reasons why:

WHEREAS, agritourism programs spread the culture and knowledge

of agriculture production while providing owners and operators opportunities to supplement their income and sustain practices; and

WHEREAS, agritourism programs provide authentic, immersive, hands-on experiences for visitors that support Vermont's tourism brand; and

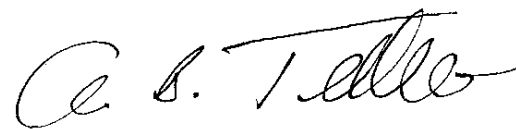
WHEREAS, the International Workshop on Agritourism provides a great opportunity to promote agritourism and help the community work together to create sustained success; and

WHEREAS, Vermont greatly

benefits from agritourism, sharing our agricultural traditions, encouraging visitation and promoting Vermont products while supporting many local farms; and

WHEREAS, Vermont is happy to host the International Workshop on Agritourism and welcome many involved in agritourism throughout the world to our Green Mountains ..."

Wishing all a great end of summer and hope you consider the opportunities agritourism may bring to your farm.



— Anson Tebbetts, Secretary, Agency of Agriculture, Food & Markets

This Month's Recipe

Flavored Butters

There are so many different ways to use flavored (compound) butters.

Try the berry butters on warm bread, pancakes, scones, toast. The Garlic Chive Dill recipe below would be great on corn on the cob, grilled breads, and your baked potatoes. Let your imagination lead you as you put together your favorite berries and herbs to create your signature butter blends.

For Berry Butters:

- 1 cup butter (2 sticks), softened
- 2 tablespoons powdered sugar or honey
- ½ cup fresh berries of choice – recommended: raspberries, chopped strawberries, blueberries, or blackberries

Instructions

1. In a medium mixing bowl, beat the butter with an electric mixer on medium speed for 30 seconds until smooth and creamy.
2. Add the powdered sugar and mix with the electric mixer



until well combined.

3. Add the berries of your choice to the sweetened butter mixture. Use a fork or potato masher to crush the berries into the butter. Do not crush all of the berries; some can remain whole for added texture in the butter. Use a fork to mix the berries through the butter.
4. Spoon the berry butter into the shape of a log in the center of a sheet of waxed paper. The log should be about 8 inches long. Wrap the waxed paper around the butter log and twist the ends to close.
5. Refrigerate the berry butter log for at least 3 hours, or overnight until serving.

For Garlic Chive Dill Butter:

- ½ cup unsalted butter, at room temp
- 1 tablespoon finely chopped dill
- 1 tablespoon finely chopped chives
- ½ clove garlic, grated
- ½ teaspoon sea salt

Instructions

1. In a small bowl, stir together the softened butter and the ingredients from one of the herb combinations above.
2. Scoop the herb butter onto a piece of parchment paper or plastic wrap, roll into a log and twist the ends to close. Chill overnight, or until firm.

CONNECT
WITH US



@VTAGENCYOFAG



(UPS 009-700)

Agriview is Vermont's Agricultural Publication of Record.

It is published monthly by the
Vermont Agency of
Agriculture Food & Markets,
116 State Street,
Montpelier, VT 05620-2901

Telephone: (802) 828-1619

www.Agriculture.Vermont.gov

ANSON TEBBETTS, Secretary
Agency of Agriculture,
Food & Markets

TERRY SMITH
Editor

FAITH RAYMOND, Managing Editor

SCOTT WATERMAN, Contributing Editor

Advertising and subscriptions:

E-mail: agr.agriview@vermont.gov

*The State of Vermont is an Equal Opportunity/
Affirmative Action Employer and Provider.*

New State Law Requires Vermont Farmers to Report Surface Water Usage for 2022

Agency recommends records be kept of all on-farm irrigation activities starting this growing season

By Scott Waterman, VT Agency of Agriculture, Food & Markets

Vermont farmers who withdraw any surface waters (definition: 10 V.S.A. § 1002(20)) for farming are advised to begin keeping records of irrigation events this summer if a farm does not already do so. A new state law went into effect on July 1, 2022 which requires annual reporting of surface water withdrawals used for farming to the Vermont Agency of Agriculture, Food & Markets. The first such annual report for farmers who qualify (**see below) will be due to the Agency on January 15th, 2023.

Vermont agriculture is the first new sector of surface water handlers to report usage of waters to the State of Vermont based on Act 135 of 2022. The Agency is committed to deploying the education, outreach, and technical assistance resources needed to help answer farmer questions about the new law and their responsibilities. The goal of this law is to better understand the current demand for surface waters in the state and to take any necessary steps to ensure resilience and future

availability of surface waters in the face of a changing climate.

“At this time, the most simple and straightforward recommendation the agency can give farmers is: ‘Keep daily records of your surface water usage’; accurate event-by-event irrigation records will ensure easy and accurate reporting when the growing season is finished. Agency staff are available to help answer questions,” said Secretary of Agriculture Anson Tebbetts. Farms which utilize groundwater or off-stream farm ponds for agriculture are not subject to the reporting requirements of Act 135.

****Act 135 of 2022 establishes that any farmer who:**

- withdraws surface water for farming and uses more than 10,000 gallons of surface water within a 24-hour period, or
- 150,000 gallons or more over any 30-day period during a calendar year,
- shall file their first annual report with VAAFM on January 15, 2023.

The new law establishes the following minimum pieces of

information to be reported to VAAFM on an annual basis:

1. an estimate of the total amount of water withdrawn in the preceding calendar year
2. the location of the withdrawals
3. the daily maximum withdrawal for each month
4. the date of each daily maximum withdrawal

Farmers can access an example of a record keeping form that will enable efficient tracking and reporting of surface water usage at: <https://agriculture.vermont.gov/irrigation-reporting>

To download and print the reporting form, visit: <https://>

agriculture.vermont.gov/irrigation-reporting

A paper copy of the form can be requested by mail at:

Vermont Agency of Agriculture,
Food & Markets
Irrigation Reporting Form
c/o Ryan
116 State Street
Montpelier, VT 05610

Farmers with questions about this new surface water usage reporting requirement are encouraged to reach out to the Agency for more information. Contact Ryan Patch by email, ryan.patch@vermont.gov or by phone 802-272-0323.

Last Call: FAP Applications for Cover Crop Funds Due August 1

By Sonia Howlett, VT Agency of Agriculture, Food & Markets

Did you know that cover crops have been grown for millennia? The use of off-season crops that helped to replenish the soil has been documented across many agricultural societies, including in ancient China, the Indus River valley, and early Rome. Cover crops were widely used in early colonial America as well, but their use decreased in United States in the 1940s and 1950s when commercial fertilizer became readily available, and the long-term effects of soil erosion and fertilizer overuse was not widely known or considered.

In recent decades, collective understanding of the interconnectedness of agriculture, water quality and soil health has improved in America

and many annual crop farmers have turned (back) to cover crops to help keep/build topsoil on their fields. Cover crops increase organic matter in soil, reduce soil erosion, and can increase water infiltration. In addition, although only legume cover crops directly fix nitrogen in the soil, research suggests that even non-legume cover crops might play a role in helping prevent nitrogen leaching during wet winters by taking up and storing excess soil nitrogen until the spring.

If you are interested in growing cover crops, but not sure where to start, your local NRCS, UVM Extension or Conservation District can help you decide what makes sense for your farm. There are many kinds of plants that you can grow as cover crops, depending on your goals.

continued on page 13



DAIRY BUSINESS INNOVATION CENTER

\$19 Million Infusion to Benefit Northeast Dairy Businesses

by Kathryn Donovan, VT
Agency of Agriculture, Food & Markets

The Northeast Dairy Business Innovation Center (NE-DBIC) hosted by the Vermont Agency of Agriculture, Food & Markets announces the receipt of \$19 million in one-time grant funds from USDA. Funds will be used for projects that directly affect dairy businesses in the Northeast.

Over the coming months

and years, new and expanded programs will benefit dairy farmers and processors through programs that will cover topics of existing processor expansion, new processor start-up, farm modernization, dairy product innovation, apprenticeship program, and a business-to-business regional dairy product directory.

This crucial one-time funding will increase the reach of NE-DBIC's current programs. Funds will expand programs that have

been built since the 2019 inception of the Center: competitive grants for dairy businesses, business viability support, and resources to ensure that dairy processors can access capital necessary to stay competitive in the marketplace.

The first new program will roll out in late 2022; a grant program that will support dairy farms in expansion and upgrades to on-farm milk storage and handling equipment. Funds will help farmers access the necessary

equipment to increase farm efficiencies and respond to milk transport and supply chain challenges.

Areas of focus for these funds were largely informed by the Northeast Dairy Task Force, convened by NE-DBIC to identify critical areas for improving the stability and viability of the regional dairy sector.

The NE-DBIC provides support to dairy businesses through projects that promote the development, production, marketing,

and distribution of dairy products. Projects target dairy farms and processors while providing additional support through market research and technical assistance. The Center's investment and project strategy promotes innovation and resiliency for regional production of dairy products across Vermont and Northeast region.

For more information about NE-DBIC, please visit: <https://agriculture.vermont.gov/dbic>

Funds Available for Service Providers to Offer Dairy Farmer Cohort Technical Assistance

by Brockton Corbett, VT
Agency of Agriculture, Food & Markets

On August 10, 2022, the Northeast Dairy Business Innovation Center will release a request for proposals (RFP) for technical assistance providers who can provide cohort-based technical assistance for dairy farmers. Topics can include areas of focus such as increased/improved grazing, enhancing home-grown forages, and other alternative management practices. This is the fourth round of this cohort technical assistance program and will join cohorts that are currently ongoing through University

of Vermont, White River Natural Resources Conservation District, Pennsylvania Association for Sustainable Agriculture (PASA), Cooperative Regions of Organic Producer Pools (CROPP), Cornell Cooperative Extension, Conservation Performance LLC, and University of Maine.

Service providers will use funds to enroll farms; host on-farm cohort learning opportunities; provide one-on-one technical assistance to cohort members; work with participant farmers to determine if their project would benefit from NE-DBIC grant funds to implement project activities

and if so, support farms in developing a grant plan and application for funds; and to communicate and coordinate with other contracted service providers awarded through

this program.

Proposals will be accepted until September 23, 2022. Resulting contracts will be for up to \$150,000 and are expected to be executed

over an 18-month to two-year period. For more information, visit <https://bit.ly/3yaf18w> or contact Kathryn.Donovan@vermont.gov or 802-585-4571.





Maple Inspection “Report Card”

By Tucker Diego, VT Agency of Agriculture, Food & Markets

For the past several years the Division’s Maple Program has published inspection results from the routine maple product inspections it conducts at retail stores throughout the state. You can think of these as “report cards” for how well maple products meet Vermont requirements. Inspectors review product labels and sample maple syrup to ensure those products meet standards for quality, food safety, and fair labeling. This work is important for maintaining a fair market for producers, protecting consumers from unsafe products or inaccurate labeling, and supporting the high quality of the maple

Product Type	Grade	IN	OUT	Reasons
Pure maple syrup	GD	1	3	color dark (3), flavor strong (1)
	AR	19	9	color dark (8), flavor strong (1), mold (1), density high (1), no batch code (3)
	DR	9	8	color dark (5), flavor strong (2), buddy (2), metallic off-flavor (1), density low (2), density high (1), no batch code (1), labeling (1), lead contamination (1)
	VDS	-	-	
Maple flavored			1	labeling (1)
Art. maple flavored			2	labeling (2)
Legend: IN = in compliance, OUT = out of compliance GD = Golden/Delicate, AR = Amber/Rich, DR = Dark/Robust, VDS = Very Dark/Strong				

industry. These results are from nineteen inspections which were completed between January and June, and included thirteen routine, one follow-up, and five for-cause inspections. Each of the for-cause inspections were conducted in response to a consumer complaint

received from the public. Consumer complaints can be filed on the Agency’s website or by contacting the FSCP Division at (802) 828-2433. A key component of the inspection process is the sampling of maple syrup to determine whether it meets Vermont grade standards for color, flavor, clarity, and

density. Of the forty-nine pure maple syrup products inspected this year, twenty-nine passed inspection. The remaining twenty products failed inspection due to one or more reasons listed above. Maple syrup that was too dark for grade was the most common quality issue. Other reasons for failing an inspec-

tion included the presence of off-flavors such as the naturally occurring “buddy” flavor, visible mold, syrup with density that is either too high or too low, and labeling issues. While it remains uncommon to find food safety issues during retail inspections, inspection staff did conduct one for-cause inspection that resulted in maple syrup being voluntarily recalled from sale due to the presence of lead in the syrup. Samples were taken and analyzed by the Agency’s Agriculture and Environmental Laboratory and were confirmed to contain high levels of lead which is a toxic substance that is not allowed in food. Program staff are working with the producer to eliminate sources of lead in their production practices. Inspections also discovered a handful of labeling issues, including for a maple flavored product and two artificially maple flavored products produced by out-of-state companies. Vermont Maple Law and Regulations apply to all maple products sold in Vermont, including products that contain maple syrup as an ingredient or make maple-related claims on their labels. Program staff are also working with these distributors to correct the labeling issues. Further details about the 2022 maple inspection results, Maple Law and Regulations, and inspection procedures can be found on the Agency’s website. Stay tuned for next year’s “report card” to see how results compare in 2023.

Dairy Processor Brand Strategy and Marketing Toolkit

by Brockton Corbett, VT Agency of Agriculture, Food & Markets

For many small businesses, finding the right marketing and branding strategy is an important yet often overlooked aspect of an otherwise successful operation. This is something that is also true for small and medium dairy businesses. Hoping to understand more about what makes successful dairy marketing and branding for small and mid-sized processors in the Northeast, the Northeast Dairy Business Innovation Center worked with the Good



People Research Company to distill key takeaways for dairy processors. The results of the research are a marketing toolkit for processors to utilize, a set of 12 case studies of successful approaches taken by dairy processors, and a summarizing report, Marketing and Branding for Small Dairy Processors in the Northeast US. The research conducted includes consumer and producer surveys and interviews with processors in the region. To access the toolkit, final report, and webinar, visit: agriculture.vermont.gov/dbic/resources

VERMONT AGRICULTURE & FOOD SYSTEM PLAN 2021 – 2030:

Agroforestry

Editor's note: This brief is part of the Vermont Agriculture & Food System Plan 2021-2030 submitted to the legislature in January 2021. To read the full plan, please go to <https://agriculture.vermont.gov/document/vermont-agriculture-and-food-system-strategic-plan-2021-2030>

Lead Author: Juan Alvez, University of Vermont Extension

Contributing Authors:

Meghan Giroux, Vermont Edible Landscapes; Alex DePillis, VAAFM; Graham Unangst-Rufenacht, Rural Vermont; Cheryl Herrick, UVM Center for Sustainable Agriculture

What's At Stake?

Vermont's 4.465 million acres of forest cover around 73% of its territory. If we are to address the critical moment facing Vermont agriculture, sustainable agroforestry should be among the solutions considered and implemented. Done well, it can enhance Vermont's working landscape, supporting farmers' livelihoods, local economies, and our natural ecosystems. This short, medium, and long-term strategy can provide additional food, fiber, timber, carbon sequestration, water quality, habitat restoration, and increased livestock comfort and yields, but will need institutional support to provide farmers with sufficient capacity, expertise, and financing. Further, agroforestry can be part of



an effective payment for ecosystem services system for Vermont's agricultural working lands and economy.

Current Conditions

Agroforestry (agriculture and forestry) is the deliberate, integrated management of trees, crops, and sometimes livestock within the same area. It can enhance agricultural lands and complement natural forests, and produce food, feed, fiber, fuel, and timber products. Five agroforestry practices are recognized by the USDA including riparian forest buffers, alley cropping, windbreaks, forest farming, and silvopasture. Agroforestry provides multiple environmental benefits and is an effective climate change mitigation strategy³.

Agroforestry can sequester thousands of tons of carbon annually, at a conservative rate of one ton per acre per year.

Existing cropland and pastureland production can be ecologically

and economically enhanced with appropriate agroforestry implementation. Agroforestry can increase farm business revenue when farmers complement feed, food, or fiber production by adding timber and/or other forest products as another crop from the farm. Agroforestry helps farmers adapt to climate change by integrating more trees and more diverse tree crops that can tolerate new climate conditions, for example grazing animals in well-managed marginal forest lands converted to silvopasture. Agroforestry products can include mushrooms and maple syrup, nuts, fruits, and wood products. Using management-intensive grazing, silvopasture may increase viable grazing capabilities. Silvopasture is one of the agroforestry practices done in Vermont, with 4.6% of Vermont's woodland acres grazed.

Vermont officially encourages two practices, riparian buffers and windbreaks, through Natural Resources Conservation Service (NRCS) payments. Windbreaks can increase crop yields 5% to 45%,⁶

and reduce climate stress in livestock, increasing their performance. Energy savings in buildings sheltered by windbreaks range from 10% to 40% annually. Adding additional practices to NRCS program would benefit the sector.

Bottlenecks & Gaps

- There is an overall lack of awareness and knowledge about agroforestry practices, benefits, and recommendations, including among licensed foresters and NRCS technical service providers.
- There is a lack of research, outreach and UVM Extension services to inform others about the agroforestry practices being adopted by some Vermont farmers with various degrees of success. Most farmers and service providers have never seen a functional agroforestry system and aren't aware of potential outcomes, opportunities, or barriers.
- There is a lack of guidance in the Use Value Appraisal system (i.e., Current Use Program), which is one of the barriers to adoption of

integrated agroforestry practices.

- There is an absence of nursery stocks, and processing and storage facilities, to boost production and marketing of less-common value-added products derived from agroforestry (e.g., nuts).
- While viability analyses for various agroforestry practices exist and show good returns on investment, infrastructure and markets are immature, small, or lacking.

Opportunities

- As Vermont agriculture continues to shift, especially given farm succession issues and climate change, we should consider advancing comprehensive changes that look at ecological and economic solutions such as agroforestry.
- Single or multiple tree species can be used in agroforestry systems, enabling farmers to minimize market and environmental risks and increasing business and environmental sustainability.
- Developing an



Open fields (left) versus silvopasture (right).

agroforestry culture and industry could create new jobs (e.g., processing, education, equipment and tool manufacturing, distribution, maintenance, technical service provision, etc.).

- Due to agroforestry's ability to deliver multiple environmental benefits, it provides farms a pathway to receive payments for ecosystem services.

Recommendations

- Create a "Center of Excellence in Agroforestry" with a multi-disciplinary stakeholder team, to develop the vision, goals, and strategy to support farms to adopt agroforestry. This Center would be hosted at a higher education and research institution and include demonstration sites (e.g., commercially

viable farms), training, and research.

- Vermont NRCS should adopt Vermont-specific practice standards for the three remaining USDA agroforestry practices of silvopasture, alley cropping, and forest farming. This enables technical assistance and NRCS funding to be unlocked for farmers.
- Create a guidance document developed jointly by the Agency of Agriculture, Food and Markets and Agency of Natural Resources that clarifies the conditions under which the USDA's five agroforestry practices, especially silvopasture, qualify for the Current Use Program.
- Provide a combination of low-interest loans and grants for on-farm diversification, including managing existing

trees and encouraging establishment and management of new agroforestry enterprises. Pair public and private institutions and investors with farmers in search of capital to implement agroforestry practices and access to markets.

- A Vermont payment for ecosystem services program should include agroforestry as a qualifying practice, and other financial incentives should also be considered.
- Support access to new markets through developing processing and storage facilities (e.g., licensed commercial kitchens or facilities), where agroforestry farmers can bring their products for processing, dehulling and milling, refrigeration, and packaging, etc., to create value-added products.

Farm First Survey

The physically demanding work of farming can lead to injuries and other challenges which can compromise productivity and enjoyment of the work. There are several federal programs that support workers with occupational challenges, and Farm First wants to make sure that Vermont farmers can access these funds and programs.

Farm First has created a brief survey (2 minutes!) for farmers, to learn about what they might be experiencing that impedes their work. For example, a bum knee can be aided by a custom-built step-up for a tractor. We thank you in advance for taking this survey: <https://bit.ly/farmersurvey2022>. Contact Andy Grayson with any questions: andyg@investeap.org



A New Phase for Vermont Hemp Production

By Stephanie Smith, VT Agency of Agriculture, Food & Markets

The Agency of Agriculture, Food and Markets will withdraw its U. S. Department of Agriculture (USDA) approved Hemp Production Plan as of December 31, 2022.

The Vermont Hemp Program will continue to operate through the end of 2022 and remain the point of contact for all hemp growers regarding oversight, administration, and daily operation. This includes inquiries about sampling, testing, remediation and



disposal, and requirements for annual reporting. Vermont is currently operating under its USDA approved hemp production plan.

Beginning January 1, 2023, individuals that want to cultivate hemp

and operate in compliance with federal law will be required to have a license issued under the U. S. Domestic Hemp Production Program. The federal Farm Bill of 2018 established the regulatory framework for a U.S. Domestic Hemp

Production Program, and USDA adopted final rules in January of 2021 to implement that framework. Information on USDA's program can be found at <https://www.ams.usda.gov/rules-regulations/hemp>.

The Agency will work closely with USDA as this transition takes place and will communicate with growers to make sure they are aware of the transition and steps necessary to continue to cultivate hemp in Vermont in compliance with federal law. For more information on hemp regulation in Vermont, please contact Stephanie Smith, Stephanie.smith@

vermont.gov or Michael DiTomasso, Michael.DiTomasso@vermont.gov

Additionally, with the passage of Vermont Act 158 the regulatory oversight of testing of hemp products and hemp-infused products transferred from the Agency of Agriculture, Food, & Markets to the Cannabis Control Board. This authority includes the certification of laboratories conducting testing as well as setting contaminants action limits in cannabis, hemp, and infused products. For more information contact the Cannabis Control Board at CCB.Info@vermont.gov or call 802-828-1010.

Life on the Farm Camp at Fairmont Farm Continues to Grow after Working Lands Enterprise Initiative Grant

By Clare Salerno, VT Agency of Agriculture, Food, and Markets

Preparing a calf for show, butter making, dairy jeopardy, four square—these are just some of the fun and games in a week of Life on the Farm Summer Camp at East Montpelier's Fairmont Farm. Fairmont Farm received a 2018 Working Lands Enterprise Initiative (WLEI) grant of \$16,000 to upgrade Life on the Farm camp facilities.

Life on the Farm Camp brings many non-farm families to the dairy farm to share the love of farming with their children. Farmers Bonnie Hall and Clara Ayer, the mother-daughter duo

that lead the camp, feel it is important for the future of farming to give community members and neighbors a positive first-hand farm experience. Camp spreads positive images and experiences of Vermont's dairy industry and provides the farm with diversified income.

It can be a challenge to make farms safe for large groups of 6–12-year-olds to play and learn. Because most of Fairmont Farms' herds are at their other East Montpelier and Craftsbury farm locations, the camp location is primarily used for camp, a small herd of dairy show cows, dry cows and heifers, pigs, and the market. Part of the \$16,000 Working Lands Grant funds were used to re-weld grates in the dairy

barn, provide more lighting in the separate hay barn that is the main camp space, and install fans in the calf barn. Camp now uses a school bus for field trip transportation and provides portable toilets and hand wash stations. These improvements have made the camp experience safer and more comfortable for everyone—human and bovine alike!

With the Working Lands grant, Fairmont Farm streamlined their summer camp program and invited other local businesses to provide programming during afternoon workshops. Workshops have involved guests from Vermont Breakfast on the Farm and Dairy in the Classroom and Gladstone Creamery and Newmont

Farm, who taught campers about their new on-farm ice cream shop and brought samples. Workshops range from science experiments, like milk art and butter making, to farm history lessons, and farmer bootcamp.

This summer, Fairmont hired Grace Dunham, an intern from Cornell University to help lead farm programs. Having this new staff member has helped

camp leaders Clara and Bonnie manage camp as it continues to grow. They started the camp in 2015 and it has more than quadrupled in size with little to no advertising while needing to turn potential campers away because of capacity limits. This year, camp ran for five weeks, with all 28 spots each week full. Prior to the Working Lands Grant, camp

continued on page 9



A camper washes a calf at Life on the Farm camp. Fairmont Farm used part of a Working Lands Enterprise Initiative grant to upgrade the wash rack, which campers enjoy using as they get to know the calves.



Life on the Farm camp staff Grace Dunham and Clara Ayer.

Vermont Honey: “The Best Tasting Honey in the World”

By Brooke Decker, VT Agency of Agriculture, Food & Markets

The Vermont brand is widely known. Vermont honey is no different, as it has been long revered and highly sought after. As with other Vermont craft industry products, Vermont honey has unique characteristics that one can appreciate at first taste and complex enough to develop a passionate following.

This is the case with Genevieve and Rick Drutchas, of Bee Haven Honey Farm in Worcester,

Vermont. Rick, who was the Vermont state apiculturist in the 1980s, greatly enjoys tasting different honeys from around the state and the world. As beekeepers, they focus on making delicious honey and recognizing the Terroir of each season's harvest.

The Drutchases recently entered some of their raw honey into a honey tasting contest hosted by the Center for Honeybee Research. Hundreds of beekeepers from all over the world enter this contest each year, in hopes of winning the title of “Best Tasting Honey in the

World”. The contest is quite comprehensive and rigorous. Some honey judging is based on perfection, this contest, judges the honey based solely on taste of the honey.

In what Rick describes as a surprising moment, the Bee Haven Honey Farm was awarded the highly coveted 2022 World's Best Tasting Honey award.

“It's the diversity of landscape and floral resources that make Vermont honey so flavorful. The geological history and land use in the region, combined with the honeybee management

and the handling of the honey during extraction/ bottling that contribute to the complex flavor profiles” Genevieve says.

Bee Haven Honey Farm specializes in Old World Style honey. This unheated, unfiltered, and minimally processed honey has a much more complex flavor profile than the commercially packed honey. When honey is heated, ultrafiltered, and commercially processed it remains liquid for extended time. While this may be visually appealing for retail store shelves, much of the flavor and benefits of honey are lost in the overprocessing.

Raw honey has much to offer the consumer. People who try raw honey for the first time often

describe a different much more tantalizing tasting experience. Due to the natural crystallization of the raw honey, mouthfeel becomes part of the experience as well.

There are ways that people can help save the bees. Among them is to support a local Vermont beekeeper by purchasing raw honey. Seeking out local honey that is crystalized and maybe even has a little bit of wax floating on the top supports Vermont's unique quality and brand and allows our beekeepers to continue the important work of fostering our local bee populations.

A huge congratulations to Rick and Genevieve on their win and for their continued support of the Vermont raw honey production.



Fairmont Farm

continued from page 8

was only two weeks with 20 campers each week. It's been a busy summer, but Fairmont

Farm wouldn't have it any other way!

To learn more about what goes on at Fairmont Farm, visit <https://www.fairmont-farminc.com/>.



Campers demonstrate their expert calf handling skills as family looks on at the end of a week well spent at Life on the Farm camp.

VERMONT VEGETABLE AND BERRY NEWS



Compiled by Vern Grubinger,
University of Vermont
Extension
(802) 257-7967 ext. 303, or
vernon.grubinger@uvm.edu
www.vvbga.org

Reports From The Field

(Guildhall) It's a late year for all our crops, including potatoes. On June 8 we finished planting 47 acres of spuds this year, 5 acres short of last year, but we ran short of seed. Our planter is running so nice it laid down 2300# to the acre instead of the 2k# we plan on. The percentage of golds we planted this year is higher than ever before. Put out 35 acres instead of 16. Whites got cut out. Because we rotate with a dairy farm, I can never get the soil pH low enough to grow a white potato that's competitive with Maine spuds. Potatoes are growing good, all at first hilling now. It's been dry but not an emergency yet. Planted 3 acres of Jack o' lanterns instead of our usual 5. If the cost of fuel stays high until fall it'll have a major effect on the price shipping of a bin of pumpkins. They are too cheap to begin with, last year a bin was \$190 delivered.

(E. Wallingford) Not much insect or disease activity here. Mostly dealing

with weeds! Had to replant some pumpkins, winter squash and sunflowers because turkeys ate the seed. Could use some more rain and heat.

(Westminster West) We do well in dry years here with mostly transplants on plastic mulch with drip. Just removed row covers from 2 acres of winter squash. They look fine, some fruit already set. Cantaloupe and watermelon look awesome coming out from row covers. Just started picking tunnel tomatoes in time for weekend farmers' market. Have been cutting tunnel celery for two weeks now, excellent quality and quite popular. Trialing several varieties for yield and flavor. Just picked first tunnel raspberries, taste great! Garlic crop looks excellent with big bulbs this year, hard to beat Music.

(Hinesburg) Crops vigorous and healthy. The mix of rain and sun has been pretty good here. Sales are steady. Great crew. Potato beetles worst ever. Deer are more and more of a problem.

(Newfane) Strawberry crop is early. Production is below average due to a low-snow winter. Raspberries are early and yield is good. We are very dry here. Irrigation is very necessary. We are struggling to get our work done.

(Elmore) Very hot and dry. All plants in pots and in high tunnels are thirsty and demanding more and better water systems from us growers. Larger blueberry, gooseberry, and currant crops than last few years. Good

new growth on fruit trees and berry plants, but huge amount of dieback from winter conditions causing secondary fungal infections that hurt the trees.

Some of our best plum trees just died or half died. A March freeze/thaw is blamed; temps were not so low, but snow cover was less than usual. Best strategy we see is to continue to plant only the hardiest varieties to make it through unusual winters and new summer heatwaves. Also focusing on maintaining water all season and keeping plants well fed and well mulched.

(Westminster) The great growing weather is still holding. It's a little dry. We've been doing some irrigating but there's still a fair amount of moisture in the soil. Dry weather has helped keep disease and insects at bay. We saw flea beetle problems early, but they seem to have moved on, so our brassicas look very good. We started cutting chard – red, green, and rainbow – and will soon be harvesting red and green cabbage and bunched beets. Sweet corn should be ready for harvest on July 12, give or take a day or two. Strawberries are done for the year. We had good yields, and PYO continues to be popular, even with a price increase. Blueberries are showing a good crop. Sales have been steady, although we could use more outlets.

Monitor Available Nitrogen In Your Soil.

Becky Maden, UVM
Extension

To assess how well your fertilizer program is providing N to crops, take

a Pre-sidedress Nitrate Test (PSNT) to measure the level of nitrate-N in the soil at a given point in time. Analysis costs \$10 at the UVM soil lab. For more information see: <https://nevegetable.org/cultural-practices/nitrogen-management>.

Leaf Analysis To Guide Tunnel Tomato Fertilization

Becky Maden, UVM
Extension

Leaf, or tissue analysis tells you what nutrients your tomato crop is taking up from the soil. Samples cost \$28 analyzed through Dairy One in NY. <https://dairystone.com/services/forage-laboratory-services/plant-tissue-analysis/> Sample 15 to 20 recently mature, fully expanded leaves that are at a 90-degree angle, typically the 4th leaf from the top. Ship immediately in a paper bag to the lab. Need support? rebecca.maden@uvm.edu

Be On The Lookout For Aphid Problems In High Tunnels

Cheryl Frank Sullivan,
Entomologist, UVM
Entomology Research
Laboratory, cfrank@uvm.edu

Potato aphids 'PA' (*Macrosiphum euphorbiae*) were identified in high tunnel greens at a few locations this spring which indicated they had overwintered there.

We now have several reports of PA reaching damaging levels on tunnel tomatoes. Green Peach aphids 'GPA' (*Myzus persicae*) are also a common problem that can carry over. Timely scouting to find patchy, problem areas and early interventions can reduce the risk of future

damage. Now is a good time to take another look for aphids on your crops before it gets too late.

If unsure what species is present, send a lot of specimens in a crush proof container to the UVM Entomology Research Laboratory or the UVM Plant Diagnostic Clinic.

For more specific information see *Sustainable Pest Management in Greenhouses and High Tunnels* (NE SARE): <https://www.sare.org/wp-content/uploads/Sustainable-Pest-Management-in-Greenhouses-and-High-Tunnels.pdf>

Tomato, Greenhouse & High Tunnel - Insect Control (New England Vegetable Management Guide): <https://nevegetable.org/crops/insect-control-25>

Resources from the UVM Agricultural Engineering Team

Andy Chamberlin and Chris Callahan

New Blog Posts

Farmer's Favorite Cleaning Tools. As part of our SCRUB Project, we have demonstrated a wide range of cleaning tools on-farm with growers. <https://go.uvm.edu/ffcleaningtools>

"Dry Cleaning" on Produce Farms: Alternatives to Using Water and Detergents. You may feel like it is necessary to soak everything with water, scrub with detergent, and dose with a sanitizer no matter what. Well, hold on. There may be situations when a "dry" approach to cleaning and sanitizing makes more sense. <http://go.uvm.edu/drycleaning>

continued on page 12

CLASSIFIEDS

To place a classified ad in *Agriview* sign up to be a paid subscriber — visit our website: <https://agriculture.vermont.gov/administration/vaafm-news/agriview/advertising-agriview>

Email: Agri.agriview@vermont.gov, phone: 802-828-1619. Deadline for submissions is the 1st of each month for next month's issue. Example: January 1st deadline for February issue.

Cattle

Angus Bulls for sale.

Greensboro, VT (802) 533-9804 (8)

Breeding Age Bulls, Registered Holstein. 10 over a year of age; popular sires; Dam to over 30,000 milk, 5.1 % 1600 Fat, 3.4 % protein. Robeth Holsteins, Rochester VT. Delivery available. Call David at 802-342-1816 or Bob at 802-767-3926. (8)

18-month old open pure-bred Guernsey heifer. Stellar pedigree. Can be registered. Would make an excellent family cow or a great addition to an existing herd. \$2000 or best offer. Call George at gopher broke Farm or email. 917-692-7749 (8)

Equipment

New Holland 2 row corn head model 770N2 fits 718 chopper and others. Best offer 802-293-5439 (8)

76 Deloval vacuum pump, like new. 19 ton grain bin, like new. Mower 7ft, 12 ½ ft steel roller, 2 furrow plows 802-624-0143 (8)

13 ft roller. John Deere 39 3pt hitch mower. 10 ton grain bin. 802-624-0143 (9)

Dr. Stewart Clipmaster cattle clippers with extra blades \$100.00. Complete set of shoes fit 3200 cattle used one month \$50. 603-542-7626 (9)

New Idea 5209 disc mower, Fahr Tedder (4 rotor) KH 500, JD 894 rake and M-F 120 baler. Baler is fresh out of dealer, small bales, good knotters. All together for \$13,000. 802-316-7815 (10)

New Idea horse drawn tedder/side delivery rake with metal

wheels, need pole \$50. John Deere I4T balers with PTO \$150. Pioneer Tooth Harrow smoothing – double 10" adjustable \$50. Horse drawn disc harrow, single needs pole \$50. Horse drawn single smoothing harrow needs pole \$50. Horse drawn team dump rake metal wheels needs pole \$50. Metal stone boat \$30. Misc steel and wood eveners & yokes for horses \$50 LS. Metal stock gates – 10 and 12ft. 6 each \$100. John Deere No. 1 horse drawn mower with metal wheels 5' cutter bar needs rebuilding \$50. 250 gallon galvanized metal cattle water tub \$50. 802-291-4525 (7)

Delaval 1250 gal Bulk Tank. Patz Gutter Cleaner- Counter Clockwise, approximately 350 ft of chain. 4 ft Gutter grates. New Holland FP230 chopper with both heads. Call 802-933-6840 for more information (7)

John Deere 6810 forage harvester for sale with 10 foot a head and six row rotary Kemper corn head. \$55,000. A Bell and Gosset heat exchanger HTST pasteurizer with pumps, Controls and hot water set. Will pasteurize approximately 3000 gallons per hour. \$26,000. Franz 20 valve filler with CIP system capper, conveyor and debagging table \$26,000. Thomas Dairy. Call 802-989-0793 (7)

Equine

Horse for sale. Halflinger, 15 hands, 14 years old, strong and gentle, trained to harness by Amish. \$4500. Accompanying equipment also for sale,

price negotiable: harness, bobsled, heavy 2 wheeled cart, sulky, cultivator, small spiked harrow, potato plow. Shrewsbury, VT. Art Krueger at 802-492-3653 or knsh@vermontel.net. (5)

General

14 acre fertilized field for contract use. Located at 23 School St. in N. Springfield, Vt. Land is high and dry. Call Karl 802 886-1473 (10)

Hay, Feed & Forage

Excellent quality first cut wrapped round bales; baleage. Shelburne VT Call Andy 802-598-6060. Analysis available upon request. (3)

Organic haylage 12% protein \$45 per ton, 15% protein \$55 per ton. 802-537-2435 (3)

4x4 round balage mixed grains cut late June. \$30 802-325-3707 (3)

1st cut 4x5 round bales. Don Pettis, 802-265-4566. (3)

Certified Organic First and Second cut wrapped round bales for sale. Clover, Timothy and mixed grasses. Test samples and delivery available. Call Matt at 802-558-3879. (3)

Vetch & rye seeds for sale, mixed in 50 lb. bags, \$1/lb. certified by Vermont Organic Farmers. Thornhill Farm, 198 Taylor Road, Greensboro Bend, VT 05842, todd@thornhillfarmvermont.com, 802-441-3176 (3)

2021 First cut \$4.00, at barn in Ryegate. Call Steve, 802-584-4450 (3)

Hay for sale: 1st cut organic round bales. Randolph Center. Call John at 522-8798 (3)

Certified organic first cut wrapped round bales for sale – cut by mid-June, good sized and well made. Asking \$50/each with 200 bales available. Beidler Family Farm, Randolph Center Contact: 802-728-5601 or brentbeidler@gmail.com. (3)



Excellent quality first, second, and third cut wrapped round bales for sale. First cut by June 1, dry. \$50.00/bale Please call 802-454-7198 (3)

1st, 2nd and 3rd cut haylage and corn silage for sale at the bunk. Call 802-533-2984. (3)

Dry 2nd Cut Hay for Sale 5' round bales, avg. 750 lbs, \$100/bale- Craftsbury, VT 802-624-0539 (3)

Certified organic 4x4 round bales for sale. First cut 45.00, second and third 55.00. 802-793-7526 (3)

1st Cut 4 x 4 wrapped round bales \$45/bale Call Tom at 802-457-5834 (3)

1st, 2nd & 3rd cut round bales. 2nd cut square bales, \$6.00 per bale. Volume discount for square and round bales. Please call Chris, 802-272-0548. (3)

Certified Organic wrapped round bales. Mid-summer first cut @ \$45/bale and 2nd and 3rd cut @ \$55/ bale loaded at the farm in N. Danville. All hay is tedded and raked and feeds out like dry hay. Definitely not frozen. Perfect for small as well as large ruminates. Contact Vince at badgerbrookmeats@gmail.com or 802-748-8461. (3)

Certified organic wrapped round bales – 1st & 2nd cutting 802-592-3356 (3)

400 Wrapped Bales Available. 1st May cut. 2nd June cut. 3rd July cut. Call (802)446-2791/dlc724@gmail.com (3)

4 X 4 wrapped baleage, good quality. Certified organic. Fair prices. Call Phil at 802-254-6982 (5)

400 Wrapped Bales Available. 1st May cut. 2nd June cut. 3rd July cut. \$80 each. Call (802)446-2791 / dlc724@gmail.com (5)

1st, 2nd and 3rd cut haylage and corn silage for sale at the bunk. Call 802-533-2984. (5)

ADDISON COUNTY

1st cut 4x5 round bales never wet. Good horse & cow hay. 802-948-2627 or 802-558-0166 (3)

Certified organic, small square bales always stacked and stored under cover, 35-40lbs/ bale. \$4/bale, discounts available for large quantities. 802-989-0781 for inquiries. (3)

Hay for sale in Addison, VT. Large square bales and small squares. \$50-60 for Large, \$3.50-4.50 for small. Delivery available. Call Jack 802-989-8968 (3)

Hay for sale. \$3.25 bale. 802-377-5455 (3)

1st cut 5ft diameter round bales. \$30-\$35 Orwell 802-948-2211 (3)

Straw for sale - \$7/bale for 50 or more. \$8/bale for less than 50, \$6/bale for all in the barn, approx. 350. from our winter rye harvest in August. certified organic. Thornhill Farm, Greensboro Bend, 05842, todd@thornhillfarmvermont.com, 802-441-3176 (3)

Hay for Sale, Cows have been sold. 750 Lb 4X5 round bales stored inside or tube wrapped. Bedding/Mulch \$35 Heifer/Beef \$40 Dairy \$55 I will load your truck. In Whiting Call 802-623-6584 (3)

CLASSIFIEDS

Large organic round bales good heifer/dry cow hay \$45/bale call 802-948-2382 evenings (3)

June 1 cut 4 x 5 round bales for sale \$45 a bale. Approximately 1000 ton of corn silage \$58 per ton. call 802-989-0793 (7)

4 x 5 2nd cup round bales for sale \$50 A bale. 4 x 5 straw bales for sale \$60 a bale call 802-989-0793. (7)

BENNINGTON COUNTY

Corn Silage 1000 ton plus. Haylage 500 ton plus. Round bales 4x4. Square bales small. 802-394-2976 (3)

CALEDONIA COUNTY

1st & 2nd Cut Alfalfa mix 600lb Wrapped Hay Baleage. For Questions, Prices and Orders call (802) 375-5647 (3)

2022 Square Bales \$4.50 1st, \$5.50 2nd At the barn in Ryegate Steve or Jamie 802-584-4450 (7)

CHITTENDEN COUNTY

Round bales for horses. Clean first cut timothy mixed grass, quality net wrapped 4' X 5' bales. Never wet. \$45. each. 802- 879-0391 Westford. (3)

First Cut wrapped round bales, processed. Great heifer or beef hay. Analysis available upon request. \$45 loaded. Huntington, VT Call or text Tim: 802-363-9770 (8)

15 large 5x5 round bales mixed grass w/some timothy + clover 800+lbs \$50 ea. call 899-4126 (3)

FRANKLIN COUNTY

Good Quality Hay 1c & 2c from western US & Canada. Alfalfa orchard and orchard sweet grass 18 to 20% plus protein large bales & organic by trailer loads. Large or small square bales of straw whole or processed at farm we load on direct delivery by trailer load. Mountain View Dairy Farm 802-849-6266 (3)

Excellent 2021 1st cut hay wrapped round bales for sale. Call Wayne (802) 285-6383 (3)

200 tons certified Organic corn silage stored in an ag bag. Will load for you.

180 wrapped 4X4 certified organic round bales 18% protein - price negotiable. Highgate Center, VT 802-868-7535 If no answer,

please leave a message. (9)

Certified organic wrapped round bales. The hay is dry, or close to dry. We have forage sample results if interested. Trucking can be arranged. \$45-55/bale depending on which hay is taken. 802-752-5669

LAMOILLE COUNTY

Organic baled straw. \$5.50/bale. Organic First Cut Hay. \$5.00/bale. Certified Organic. Valley Dream Farm, Cambridge. 802-644-6598. valleydreamfarm@gmail.com. (3)

ORLEANS COUNTY

Pure alfalfa for sale and also 1st, 2nd and 3rd cut big/small squares, round bales, wrapped or unwrapped, straw and switch grass. Call Richard at 802-323-3275. (3)

Organic Certified Silage for Sale: We will deliver from our farm or you can come and pick up. Call for prices and delivery charge. 1-802-744-2444 or 802-274-4934 or 802-744-6553. (3)

North Troy- good quality certified organic large round bales, some dry and some wrapped and 9x200 ft ag bags of haylage. Also conventional large round bales and 9x200 ag bags of haylage. Delivery available 802-988-2959 or 802-274-2832 (3)

RUTLAND COUNTY

Good quality 1st and 2nd round bales available, wrapped and dried. Please call 802-446-2435. (3)

WASHINGTON COUNTY

200-4x4 round bales 1st & 2nd cut \$45 each. 802-229-9871 (3)

Excellent Quality. First, second, and third cut wrapped round bales. Dry. Perfect for horses, dairy, or goats. \$50/bale. No emails. Please call 802-454-7198. (5)

WINDHAM COUNTY

1st cut hay. Good horse hay. \$4.50 bale 802-254-5069 (3)

WINDSOR COUNTY

Hay for sale-400 square bales, Reading, Windsor County Vt. \$3.50 per bale at the barn. Call 802-484-7240 (3)

4x5 dry round bales \$45.00 delivery available. 802-457-1376 (3)

1st. cut dry round bales for sale. Never been rained on, stored under cover. \$50. @ 1st. cut haylage bales for sale. \$45. Rte. 5 Weathersfield Bow 802 -546-4340. (3)

4 x 4 wrapped bales, 1st green \$45.,dry \$55. 2nd green \$50.,dry \$60. Royalton,802-356-1402 royalvillagefarm@gmail.com (4)

1st Cut 4 x 4 wrapped round bales \$45/bale, located in South Pomfret, Call Tom at 802-457-5834 (3)

Quality first cut wrapped round bales for sale 40\$ Each 802-674-2417 (5)

For Agricultural Events and Resources Visit:

- The VT Agency of Agriculture Events Calendar: <https://agriculture.vermont.gov/calendar>
- UVM Extension Events Calendars: https://www.uvm.edu/extension/extension_event_calendars
- Vermont Farm to Plate Events Calendar: <https://www.vtfarmtoplate.com/events>
- Northeast Organic Farming Association of Vermont Events Calendar: <http://nofavt.org/events>
- DigIn Vermont Events Calendar: <https://www.diginvt.com/events/>
- Agricultural Water Quality Regulations: <http://agriculture.vermont.gov/water-quality/regulations>
- Agency of Ag's Tile Drain Report now available here: <http://agriculture.vermont.gov/tile-drainage>
- VAAFM annual report available here: http://agriculture.vermont.gov/about_us/budgets_reports
- Farm First: Confidential help with personal or work-related issues. More info call: 1-877-493-6216 any-time day or night, or visit: www.farmfirst.org
- Vermont AgrAbility: Free service promoting success in agriculture for people with disabilities and their families. More info call 1-800-639-1522, email: info@vcil.org or visit: www.vcil.org.

For more agricultural events visit our Funding Opportunities & Resources for Businesses webpage at: http://agriculture.vermont.gov/producer_partner_resources/funding_opportunities

Agency Contact Numbers

To help you find the right number for your question, please consult the list below. You are always welcome to call our main line 802-828-2430. We will do our best to route you to person most able to answer your question quickly and accurately.

Program Phone Numbers

Act 250	802-461-6798
Animal Health	802-828-2421
Business Development.....	802-828-1619
Dairy	802-828-2433
Enforcement: Water Quality or Pesticide .	802-828-2431
Feed, Seed, Fertilizer & Lime.....	802-828-5050
Licensing & Registration	802-828-2436
Meat Inspection	802-828-2426
Produce Program.....	802-522-7811
VT Agriculture & Environmental Lab ...	802-585-6073
Water Quality BMP.....	802-828-3474
Water Quality Grants	802-622-4098
Water Quality Reports.....	802-272-0323
Weights & Measures	802-828-2433
Working Lands.....	802-917-2637



TAX PLANNING & PREPARATION

** Call today for a 2021 Tax Consultation **

KEVIN CHANNELL
802-249-7384

Kevin@FarmAndForestServices.com
www.FarmAndForestServices.com



B BASSETTE
Real Estate Group
802-457-2244 (office)

VERMONT LICENSED REALTOR

** Call today for Farm and Real Estate Services **



FAP Cover Crop Funds
continued from page 3

Some die over the winter so you don't have to terminate them in the spring, others fix nitrogen, others will yield you an early spring hay cut... but all will help build your soil.

If you plant cover crops this fall, the Vermont Agency of Agriculture, Food and Markets can help you cover the cost of seed. The Farm Agronomic Practices (FAP) program provides \$45/acre to support cover crops that are drilled or incorporated,

or \$30/acre to support cover crops that are broadcast or interseeded.

FAP applications which include cover crop are due August 1, 2022.

Other eligible practices for the FAP program include manure injection (\$25/acre), crop to hay planting (\$35/acre, or \$45/acre with a nurse crop such as oats or peas), no till annual crop planting (\$15/acre), and no-till hay and pasture renovation (\$20/acre). Applications for these other practices are due 30 days prior to installation.



When you apply, please include all practices planned until June 30, 2023, and remember that we cannot fund the same practice on the same field that will be paid for by any other state or

federal grant programs.

For more information on the FAP program requirements and to apply go to agriculture.vermont.gov/fap. If you have specific questions about practice eligibility, or

how the FAP program works, you can contact Nina Gage at Nina.Gage@vermont.gov or 802-622-4098 or Sonia Howlett at Sonia.Howlett@vermont.gov or 802-522-4655.

Vegetable & Berry News
continued from page 10

Detergents for Farm Food Contact Surfaces. What is an "Appropriate detergent for food contact surfaces?" Don't get confused by the word, "detergent." A detergent really is anything that has the chemical ability (due to surfactants) to grab onto soil, oils, fats, or other filth with more strength than those things grab onto the surface being cleaned. <http://go.uvm.edu/detergents>

New Videos

Heated Greenhouse Benches at Blue Star Farm. <https://youtu.be/muYtRvLal-I>

Rebuilding a Vegetable Brush Washer for Produce Safety. <https://youtu.be/BRmzBQv-EtE>

Building A Better Greens Bubbler [Updated]. <https://youtu.be/GI2tWR5amZs>

How to Quickly Rinse Bins, at Root 5 Farm. <https://youtu.be/KnST6KRfwck>

New podcasts can be found at <https://agengpodcast.com>

Heated Greenhouse Benches at Blue Star Farm:

Ep75 <https://agengpodcast.com/2022/06/20/heated-greenhouse-benches-at-blue-star-farm-ep75/>

High Tunnels, Cat Tunnels and Wash Pack Tour of Blue Star Farm: EP76 <https://agengpodcast.com/2022/06/27/greenhouse-cat-tunnel-wash-pack-tour-of-blue-star-farm-ep76/>



For Immediate Release

The Vermont Agency of Agriculture, Food and Markets have received an application for a Milk Handlers license from the following entity: Butterfly Bakery of Vermont, to process, buy/sell, package, and transport milk and other dairy products within the State of Vermont. If anyone has germane information as to why or why not this company should or should not be licensed those comments are to be sent to:

The Vermont Agency of Agriculture Food and Markets
Dairy Section Office
116 State Street, Montpelier, VT 05620-2901

All written comments must be received by September 15, 2022.

At that time the Agency will make a determination as to whether a hearing will be held. If we determine that a hearing is necessary and you wish to attend please write to the above address attention Dairy Section.

2022 Vermont's Fairs and Field Days

Vermont's classic country fairs are a favorite summer past-time for Vermonters and visitors alike. Drawing over 700,000 visitors and exhibitors every year, Vermont's fairs and field days represent an important opportunity to promote agricultural literacy and provide insight into our unique cultural heritage. They're also a great source of entertainment and fun for the whole family! Please be sure to visit fair websites for the most up to date information.

- **Deerfield Valley Farmers Day**
August 12-14, 2022
 - **Franklin County Field Days**
August 4-7, 2022
 - **Addison County Fair & Field Day**
August 9-13, 2022
 - **Vermont State Fair**
August 16-20, 2022
 - **Caledonia County Fair**
August 24-28, 2022
- **Bondville Fair**
August 26-28, 2022
 - **Champlain Valley Fair**
August 26 - September 4, 2022
 - **Guilford Fair**
September 5-6, 2022
 - **Orleans County Fair**
September 7-11, 2022
 - **The Tunbridge Fair**
September 15-18, 2022

VERMONT AGRICULTURE & FOOD SYSTEM PLAN 2021 – 2030:

Direct Markets

Editor's note: This brief is part of the Vermont Agriculture & Food System Plan 2021-2030 submitted to the legislature in January 2021. To read the full plan, please go to <https://agriculture.vermont.gov/document/vermont-agriculture-and-food-system-strategic-plan-2021-2030>

Lead Author: Erin

Buckwalter, NOFA-VT

Contributing Authors: Jennie

Porter, NOFA-VT; Jean

Hamilton, Consultant;

Alissa Matthews, VAAFM;

Andy Jones, Intervale

Community Farm; Sherry

Maher, Brattleboro Winter Farmers Market.

What's At Stake?

Over a quarter of Vermont farms (1,833) sell directly to consumers through farmers markets, Community Supported Agriculture (CSA), and other “direct market” channels. Direct markets are critical because they allow producers to capture more income for each product sold (compared to wholesale), require low up-front investment, give producers more autonomy over the products they sell, and foster customer relationships through experiential marketing (an increasingly important tactic across all industries). The trends towards consolidation and downward price pressure in wholesale markets favor larger producers and create challenges for many small to medium-scale producers, accentuating the importance



of strengthening direct markets as the foundation of a working landscape of diverse farms at all scales.

Current Conditions

Since their revival in the 1970s, Vermont's direct markets have been a critical market channel for producers and must continue to be a priority for focused market and business development. In addition, direct markets serve as a common entry point for shoppers who may be new to purchasing local food. In 2017, Vermont direct market sales totaled \$49.9 million.

Farms often rely on direct markets as part of a mix of market outlets critical to their business viability. The USDA's Economic Research Service found, “farmers who market goods directly to consumers are more likely to remain in

1,833 farms, 26.9% of all farms in Vermont, sell some food direct to consumers.

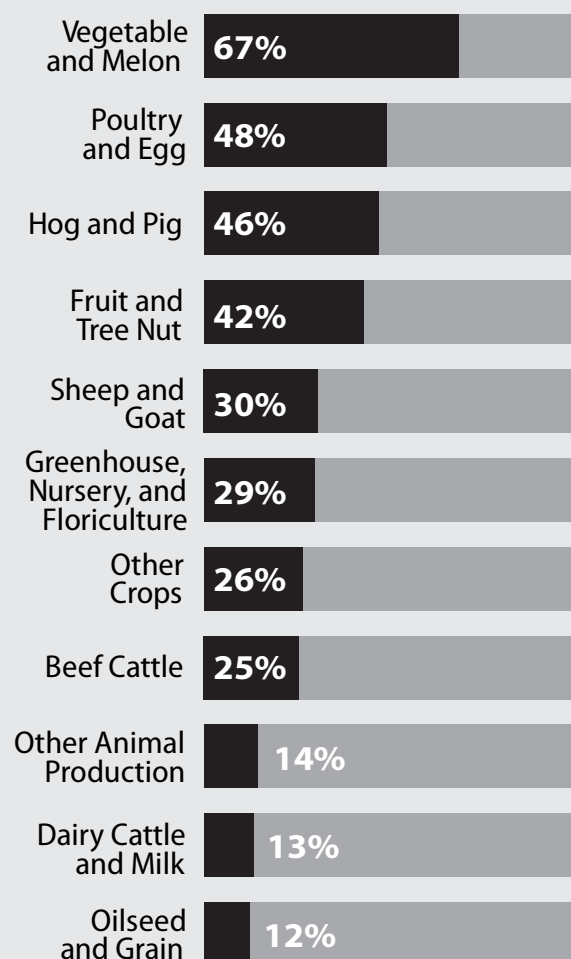
These direct-to-consumer sales provide an average revenue of \$27,262 per farm.

business than those who market only through traditional channels” and that, for beginning farms, having direct markets as part of the business increased the chances of business survival. Through the 1990s to early 2010s, a boom in direct markets, buoyed by the burgeoning “local food movement,” coincided with growth in diversified farms across the state. This success brought competition from large retailers and corporations claiming “local” as a marketing term, sometimes misleadingly, leading to concerns about the viability of direct markets. Competition also increased innovation from direct market farms, from on-farm events to responding to consumer demand with more flexible CSA models (see Agritourism brief).

Results from the 2017 USDA Census of Agriculture show that direct sales are increasingly important to the bottom line for Vermont farms, with average sales per farm through direct market channels more than double those in 2012. Consumers in Vermont are spending more money in direct markets channels as well, with sales increasing over 82% from \$27.4 million in 2012 to \$49.9 million in 2017. Direct-to-consumer sales in Vermont made up over 24% of total local food and beverage purchases in 2017 and 3.3% of overall food and beverage purchases.

Various organizations provide marketing assistance

Percent of Farms in 2017 with Direct-to-Consumer Sales, by Farm Type



to producers, conduct statewide consumer campaigns about the benefits of direct markets, foster collaborative marketing between direct marketing businesses, and work to connect shoppers and visitors to Vermont producers. These promotion and technical assistance programs represent a solid foundation to expand upon.

Bottlenecks & Gaps

- Increased consumer demand for local food has resulted in distributors and retailers with vast marketing resources claiming products are

“local,” even if their claims are not in line with customer expectations. This puts downward price pressures on farmers and challenges their viability.

- Direct market farmers are now competing against large companies able to capture customers looking for convenience through new marketing models such as online ordering, meal kits, and home delivery.
- Direct market farmers often lack the marketing skills, technology, broadband access, and funding necessary to reach modern consumers in this competi-

tive environment.

- Many farmers markets lack resources to support professional staff, which impacts their capacity for marketing, managing vendors, securing stable locations, handling legal issues, providing good consumer experiences, etc.

Opportunities

- Consumer trends show people are looking for a relational form of food purchasing. Vermont can capitalize on these trends with increased marketing for, and storytelling about, direct markets (see Consumer Demand brief).
- Collaborative marketing is already happening at various levels (statewide, regional, groups of farmers) and can be built upon to support individual producers and farmers markets unable to compete with the marketing savvy of large companies.
- Online technology exists that can enable local producers to grow their web presence and reach a potential new customer base.
- Direct markets that participate in public health and/or food access programs such as SNAP/3SquaresVT, EBT incentive programs, etc., ensure that all Vermonters can access local food from direct markets and producers can receive income from federal food assistance programs (see Food Access and Farm Viability brief).

Recommendations

- Provide \$500,000 annually in state funding for a collaborative, statewide marketing and consumer messaging campaign to focus on the unique attributes

and values that direct markets offer, building affinity for shoppers to support direct markets.

- Provide annual funding for two FTE positions: one to provide centralized resources and marketing support to Vermont's direct market producers, and one for the Vermont Farmers Market Association to provide centralized resources and marketing support to its members. Estimated cost: \$150,000 for two FTEs.
- Assess what resources would be needed in order to purchase/dedicate public land for eight "flagship" farmers markets across the state through land trusts, Vermont State Parks, or some other body that can help institutionalize market locations.
- To increase their sustainability and impact, provide funding to include farmers markets in business assistance programs like the Vermont Farm and Forest Viability program. Funding would include stipends for the markets to dedicate a staff person to participate in the program. Estimated cost: \$3,000 per market.
- To expand direct markets' ability to support public health/food access, create a state funding source devoted to perpetuating NOFA-VT's statewide direct market EBT doubling programs. Estimated cost: \$43,000 annually to support equipment and fees for 45 farmers markets and 20 farms.
- Develop peer-to-peer training and outreach to share success stories of producers that have been experimenting with online farm stands and customizable CSA models.

Upcoming Grant Opportunities

The Agency of Agriculture, Food & Markets is pleased to be able to help you identify upcoming grant opportunities. Please go to <https://agriculture.vermont.gov/grants/calendar> for more information.

Programs Open Year-Round

Farmstead Best Management Practices (BMP) Program

Technical and financial assistance for engineered conservation practices on Vermont farms.

Jenn LaValley

Jenn.LaValley@vermont.gov

(802) 828-2431

Pasture And Surface Water Fencing (PSWF) Program

Technical and financial assistance for pasture management and livestock exclusion from surface water on Vermont farms.

Mary Montour

Mary.Montour@vermont.gov

(802) 461-6087

Grassed Waterway and Filter Strip (GWFS) Program

Technical and financial assistance for implementing buffers and seeding down critical areas on VT farms.

Sonia Howlett

Sonia.Howlett@vermont.gov

(802) 522-4655

Conservation Reserve Enhancement Program (CREP)

Implementation costs of vegetated buffers and rental payments for maintained buffers on Vermont agricultural land.

Ben Gabos

Ben.Gabos@Vermont.gov

(802) 461-3814

Phil Wilson

Phillip.Wilson@vermont.gov

(802) 505-5378

August

Working Lands Enterprise Fund Service Provider Grants & Contracts

Grants and contracts for service providers that support agriculture and forestry businesses

Clare Salerno

(802) 917-2637

Fall

Dairy Processor Innovation Grant

Grants for dairy processors to position their businesses for long-term success

Kathryn Donovan

Kathryn.Donovan@vermont.gov

(802) 585-4571

Fall - Biennial

Agricultural Clean Water Initiative Program

Grants for water quality initiatives by supporting farmers with education and outreach, technical assistance, identifying and implementing best management practices, planning, and more

Nina Gage

Nina.Gage@vermont.gov

(802) 622-4098

September

Capital Equipment Assistance Program

Purchase of innovative farm equipment that aids in the reduction of runoff

Nina Gage

Nina.Gage@vermont.gov

(802) 622-4098

September/October

Working Lands Enterprise Fund Business Grants

Grants to support agriculture and forestry projects

Clare Salerno

(802) 917-2637

September/October

Organic Certification Cost Share Program

Partial reimbursement of direct costs for organic certification

Terry Smith

Terry.Smith@vermont.gov

(802) 828-5667

Last Resort Farm

continued from page 1

to the early days of the transition. Though Burr can laugh about it now, he acknowledges that it was a challenging time as they each figured out their roles.

"He was ready to take charge before we were ready to step back, and that is hard," Burr said. "When your child is involved in the business, you have a different relationship. Those relationships are part of what your communication needs to be about. It can be tough for families to work through those things. It was for us and still is."

The family sought support from several organizations, including NOFA-Vermont, the Vermont Farm & Forest Viability Program, and the Vermont Agricultural Mediation Program (VTAMP). The Vermont Farm & Forest Viability Program often collaborates with VTAMP on family farm transitions. The ag mediation program helps facilitate difficult conversations, and the Farm Viability program provides business expertise. VTAMP helped by interviewing each family

member first to learn about their perspectives and facilitated several family meetings.

"We often see situations where the younger generation wants to try new things or take risks that the older generation doesn't want to take," VTAMP mediator Liza Walker said, "Or the next generation has a different vision for the future of the farm. We work with families to talk about expectations around their roles and how they communicate."

Doyle said ag mediation helped them to listen to each other and create a path to move forward. "There are many aspects of a farm transition: legal, financial, technical, emotional; including giving up control and coming to a common-sense vision of what the future of the farm is, or not having a common vision – that's where ag mediation comes in," Doyle said. "They come into the tricky parts where there are rough edges, and I personally don't know any transition that didn't have any rough edges."

Ultimately, the family developed a transition plan they all liked. In 2017, Doyle-Burr signed a 15-year lease-to-own agreement that allows him to run and eventually buy Last Resort Farm. "We are very grateful to ag mediation for listening constructively to what we all had to say...and helping us figure out the important and non-important issues. They were very good at that," Doyle said.

VTAMP provides free mediation services to the agricultural community in Vermont on various issues, including farm loans, credit issues, farmer/neighbor conflicts, leases, USDA conservation programs, organic certification, wetlands determina-

tions, and many more.

Doyle says her advice for families working through farm transitions is to use all the resources available to be successful because the process is worth it. "It's not easy; family business transitions are not for the weak of heart. On the other hand, it's also wonderful to have access to someone to take on the farm and to have input into how somebody is going to carry on the stewardship of a farm."

For more information or to sign up for free mediation with VTAMP, visit www.VTAMP.org to fill out an online request form. Or contact Matt Strassberg at (802) 583-1100 ext. 101 or matts@emcenter.org.




Camp Gives Kids Chance To Work With Sheep And Goats:

Campers at the Vermont Sheep and Goat Camp 2022, held June 25-26 in New Haven, pose for a group photo, sporting their camp T-shirts. They are: **Front Row (left to right):** Madeline Amones, Chelsea; Ellie Higgins, East Burke; Zoe Amones, Chelsea; Feltz, Colchester.

Middle Row: Natalie Layn, Bristol; Dalton Bouchard, Franklin; Bristol Card, Williston; Katie Monaco, Littleton, Massachusetts; Chloe Bouchard, Franklin; Regan Howrigan, Highgate Center; Maeve Newton, East Middlebury; Morgan McNulty, Salisbury; Natalia Tarbell, Middletown Springs.


Back Row: Emmett Bouchard, Franklin; Ryland Howrigan, Highgate Center; Joshua Lewis, Littleton, Massachusetts; Sora Bolles, Corinth; Adelyn Colson and Emily Amones, both from Chelsea; Remington Card, Williston. Missing from photo: Tuli Bolles, Corinth. (photo: Wendy Sorrell/UVM Extension 4-H)



Wood Ash

Cost efficient, OMRI Listed®, fast-acting soil liming, organic source of potassium, magnesium, calcium and zinc that naturally improves soil pH

RMI partners with farms throughout Vermont to **BUILD HEALTHY SOILS**



Call 603-536-8900 and mention this ad for 5% off your next order!*

*Discount valid through end of 2022